

MONTANA
Department of Commerce

EXHIBIT 4
DATE 3-10-09
SB 89

Anthony J. Preite, Director

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March 9, 2009

Chairman Bill Wilson
Committee Members
House Business & Labor Committee

RE: Senate Bill 89

Chairman Wilson and Committee Members;

On Friday, March 6 the House Business & Labor Committee heard Senate Bill 89 – “eliminate the sunset for new worker training program” sponsored by Senator Mitch Tropila.

During the hearing, Representative Furey asked if we could give the committee members a list of the projects that have been funded with new worker training funds. Please find attached the list of projects.

Thank you very much for the good hearing and if you require any additional information please let me know.

Sincerely,



Andy Poole
Deputy Director

BRIAN SCHWEITZER, GOVERNOR

WTG Master Tracking Sheet

Grantee	Location (City, County)	Award Amt.	Date of Award	# to be Trained	Leverage/Match	Estimated Cost Benefit/Return to State General Fund Annually
FY2009						
Cabela's	Billings, Yellowstone County	\$40,000	7/1/2008	11	\$16,970,388	\$ 549,078
Billings Clinic	Billings, Yellowstone County	\$310,000	9/5/2008	62	\$56,630,558	\$ 903,230
2009 Totals		\$350,000		73	\$73,600,946	\$ 1,452,308
FY2008						
DirectTV	Missoula, Missoula County	\$55,000	07/07/06			
Centene Corporation	Great Falls, Cascade County	\$480,700	8/10/2007	100	\$2,420,000	\$ 230,314
PrintingForLess.com	Livingston, Park County	\$480,000	8/10/2007	96	\$2,050,000	\$ 248,810
Chinook Wireless	Great Falls, Cascade County	\$295,000	10/12/2007	59	\$20,000,000	\$ 212,551
TeleTech	Kalispell, Flathead County	\$400,000	10/12/2007	80	\$913,392	\$ 109,596
Watkins Shepard Trucking, In	Missoula, Missoula County	\$315,000	10/12/2007	63	\$9,679,600	\$ 141,006
Cable Technologies, Inc.	Great Falls, Cascade County	\$342,138	11/19/2007	100	\$144,268	\$ 208,446
St. Vincent Hospital	Billings, Yellowstone County	\$200,000	11/19/2007	40	\$563,000	\$ 116,426
Ernest Health, Inc.	Billings, Yellowstone County	\$575,000	11/19/2007	115	\$15,452,295	\$ 415,539
Cherokee Capital, Inc. dba						
Hobson Insurance	Hobson, Judith Basin	\$18,334	11/19/2007	5	\$160,800	\$ 6,244
BioScience Laboratories, Inc.	Bozeman, Gallatin	\$50,000	1/30/2008	10	\$844,364	\$ 36,182
AvMax Montana, Inc.	Great Falls, Cascade County	\$179,866	2/11/2008	74	\$3,749,117	\$ 213,489
Bresnan	Billings, Yellowstone County	\$600,000	3/10/2008	120	\$34,714,000	\$ 411,372
Glacier Stone Supply	Kalispell, Flathead County	\$232,500	3/10/2008	58	\$77,500	\$ 172,946
GE Capital Corporation	Billings, Yellowstone County	\$1,000,000	3/14/2008	200	\$18,461,750	\$ 583,119
2008 Totals		\$5,223,538		1120	\$109,230,086	\$ 3,106,040
FY2007						
Grantee	Location (City, County)	Award Amt.	Date of Award	# to be Trained	Leverage/Match	Estimated Cost Benefit/Return to State General Fund Annually
Elkhorn Treatment Center	Boulder, Jefferson County	75,000	7/7/2006	15	\$5,437,313	\$ 184,128
Summit Aeronautics Group	Helena, Lewis & Clark County	200,000	7/7/2006	40	\$21,858,678	\$ 374,816
AvMax, Group Inc.	Great Falls, Cascade County	205,000	7/7/2006	98	\$2,588,425	\$ 365,911
DirectTV	Missoula, Missoula County	1,900,000	7/7/2006	950	\$18,197,000	\$ 2,826,409
2007 Totals		\$2,380,000		1103	\$48,081,416	\$ 3,751,264
FY2006						
Grantee	Location (City, County)	Award Amt.	Date of Award	# to be Trained	Leverage/Match	Estimated Cost Benefit/Return to State General Fund Annually
Integrated Solutions	Roosevelt County	\$150,000	2/8/2006	30	\$357,292	
PrintingForLess.com	Park County	\$125,000	2/8/2006	25	\$6,461,092	\$ 109,765
Bacterin, Inc.	Belgrade, Gallatin County	\$0	2/8/2006	0	\$0	declined award
2006 Totals		\$275,000		55	\$6,818,384	\$ 109,765
FY2005						
Grantee	Location (City, County)	Award Amt.	Date of Award	# to be Trained	Leverage/Match	Estimated Cost Benefit/Return to State General Fund Annually
PrintingForLess.com	Livingston, Park County	\$130,000	6/2004	26	\$448,044	
Montana Resources	Butte, Silver Bow County	\$975,000	6/2004	195	\$2,788,059	
Qwest Communications	Lewis & Clark County	\$0	6/2004	0	Award Declined Spring 2006	
Bresnan Communications	Statewide	\$480,000	6/2004	96	\$8,000,000	
Centene Corporation	Great Falls, Cascade County	\$400,000	6/2004	80	\$7,000,000	
2005 Totals		\$1,985,000		397	\$18,236,103	
		\$9,863,538		2675	\$182,365,989	

Workforce Training Grant Program

FY 2009

Cabela's - Billings

Cabela's is opening its first store in Montana in the spring of 2009 and wants to train eleven new managers. Cabela's is a national catalog-based seller of outdoor recreation equipment. Cabela's was founded in 1961 and currently dominates catalog orders nationally. The average wage rate for this project is the state rate which currently is \$14.03. Total compensation for entry level manager wages start at \$12.76 per hour. 53 full time and 90 part time jobs are expected to be created.

Billings Clinic – Billings

Billings Clinic is a Billings, Montana-based, not-for-profit corporation. The Clinic is a multi-specialty physician group practice consisting of more than 200 physicians based in Billings with branch clinics in Red Lodge, Columbus, Miles City, Bozeman, and Forsyth, Montana and Cody, Wyoming and a 272-bed acute care hospital, a long-term care facility and research center in Billings. The Billings Clinic has multiple project expansions currently in progress that will be in need of additional staff. These expansions will add approximately 100 FTE's to the organization. Sixty-two (62) will be net new at the time of application completion. Starting wages plus benefits will meet or exceed the state's average wage of \$15.50.

FY 2008

Centene Corporation—Great Falls

Centene is a medical claims processing corporation and was awarded \$480,700 to hire and train 100 new employees in the next three years and will provide \$2,420,000 in matching funds. Centene opened its offices in Montana in 2004 and constructed a new facility in 2006; the second floor of that facility is being modified to accommodate 100 more employees. A cost-competitive daycare facility was opened onsite. At the time of application, Centene employed 110 in Great Falls.

PrintingForLess.com--Livingston

PFL was awarded \$480,000 to hire and train an additional 96 new employees and will provide \$2,050,000 in matching funds. PFL's Internet printing service has been called one of the fastest growing companies in the US. PFL's training curriculum is based upon high standard customer service; comprehensive software training that covers all customer software, and real world printing knowledge. PFL's average annual salary is \$46,500 with a 37% benefit.

Chinook Wireless – Great Falls

Chinook Wireless was awarded \$295,000 to hire and train 59 new employees under three categories—customer service, retail and engineering and will provide \$20,000,000 in matching funds. Chinook Wireless is a telecommunications business created in Montana May of 2005 through the purchase of 3 Rivers Wireless, Blackfoot Wireless Communications and Summit Liquidating Trust.

TeleTech - Kalispell

Teletch is a global business process outsourcing (BPO) company (also known as a call center) that provides a full range of outsourced business solutions enabling its clients to better serve, grow, and retain their customer base. Teletch was awarded \$400,000 to enable the company to hire and train an additional 80 employees at the Kalispell facility and will provide \$913,392 in matching funds.

Watkins and Shepard Trucking, Inc. - Missoula

Watkins Shepard is a trucking company with nationwide activity and was awarded \$315,000 to train 63 new truck drivers in a comprehensive driver program and will provide \$9,679,600 in matching funds. Watkins Shepard is a Montana company which began in 1973. The company currently employs approximately 1300 people, of whom 700 live in Montana. *Commercial Carrier Journal*, a major trade magazine, selected the company as "2006 Innovator of the Year," primarily based on their approaches to training and safety.

Cable Technologies, Inc.—Great Falls

The business of Cable Technology of Montana, Inc. is to design, produce and sell cable assemblies/harness systems into the aerospace industry. Because the work is engineered to customer specifications by individuals with specialty training, cable and harness assembly is widely considered to be one of the most difficult and time-consuming assembly phases of manufacturing. The company was awarded \$342,138 to hire and train 100 new employees over the next two years and will provide \$144,268 in matching funds.

St. Vincent Healthcare Foundation – Billings, Butte, Miles City

St. Vincent Healthcare Foundation sponsored the application on behalf of St. Vincent Healthcare in Billings, St. James Healthcare in Butte, and Holy Rosary Healthcare in Miles City. St. Vincent Healthcare Foundation was awarded \$200,000 and will earmark the WTG funds for providing onsite orientation and/or clinical training through the "hospital" performance based development system for 40 new employees—32 nurses and 8 medical technicians--of the three Montana hospitals over the next two years and will provide \$563,000 in matching funds.

Ernest Health, Inc. - Billings

Ernest Health, Inc. is building a new 40 bed long term acute care hospital, *Advanced Care Hospital of Montana*, in Billings. This hospital will provide health care services currently not available in the state, and create as many as 150 new jobs when fully operational. Ernest Health was awarded \$575,000 to hire and train 115 new employees over the next two years and will provide \$15,460,000 in matching funds.

Cherokee Capital, Inc. dba Hobson Insurance - Hobson

Hobson Insurance is an independent insurance agency that provides insurance for commercial accounts who are members of national buying groups including sporting goods retailers, athletic dealers and retail stores. Due to an increase in business, the company is adding 2,000 sq ft to its building on Hobson's Main Street and will have the addition complete in late 2007. Hobson Insurance was awarded \$18,334 which will be used to train five new staff members—two new commercial lines producers, two new customer service representatives and one new personal lines producer and will provide \$160,800 in matching funds.

BioScience Laboratories, Inc - Bozeman

BioScience Laboratories, Inc. was founded in 1992 and is an independent antimicrobial testing laboratory. At the time of the application, they employed 55 fulltime employees. BioScience Laboratories, Inc. was awarded \$50,000 to hire and train 10 new jobs over the next two years and will provide \$844,364 in matching funds.

AvMax Montana, Inc. - Great Falls

AvMax opened a new heavy maintenance and repair facility for regional aircraft (30 – 90 seats) at the Great Falls International Airport in April, 2006. AvMax is owned by Aviation Services Company of Calgary, Alberta. In July 2006, during Phase 1 of their expansion plan, the company received a \$205,000 WTG grant for training of up to 98 employees. Moving into Phases 2 and 3, AvMax was awarded \$179,866 to hire and train 74 new employees and will provide \$3,749,117 in matching funds.

Bresnan Communications – Billings (statewide)

Bresnan Communications received \$480,000 in WTG funds in 2005 for 100 new employees to assist with their purchase and expansion of the cable operations in Montana. Currently Bresnan has 665 employees in Montana. Bresnan was awarded \$600,000 to hire and train 120 new employees throughout Montana over the next two years and will provide \$34,714,000 in matching funds.

Glacier Stone Supply, LLC - Kalispell

Glacier Stone Supply manufactures and supplies natural stone and recently expanded into thin stone veneer products. The company plans to focus on the veneer stone allowing them to market nationwide. The company was awarded \$232,500 in WTG funds to hire and train 58 new employees over the next two years and will provide \$77,500 in matching funds.

GE Capital Corporation - Billings

In November 2008, GE Capital Corporation's Commercial Finance division will open an Operations Center in Billings. GE Commercial Finance offers a broad range of financial services worldwide providing loans, leases, and other financial services for a variety of equipment and major capital assets. The company was awarded \$1,000,000 which they plan to use to hire and train 200 new employees over the next two years and will provide \$18,461,750 in matching funds.

FY 2007

AvMax Group, Inc. – Great Falls

AvMax Group, Inc. opened a new heavy maintenance and repair facility for regional aircraft (30 – 90 seats) at the Great Falls International Airport on April and was awarded \$205,000 to hire and train 41 new workers. AvMax will actually hire and train almost 100 new employees over the course of its first year in business in Great Falls. AvMax is owned by Aviation Services Company of Calgary, Alberta. Regional airlines, primarily in North America, are AvMax's potential customers. AvMax has already partnered with

the Great Falls Workforce Services Center for recruitment. Training curricula will be based upon aviation regulatory requirement standards.

DirecTV – Missoula

DirecTV was awarded \$1,900,000 to hire and train three hundred eighty (380) employees at its new facility in Missoula County. This facility is its first call center in Montana. Ground was broken in December, 2005. DirecTV provides digital television via satellite. New employees receive a new hire orientation, on-the-job training, handling "mainbank volume" calls training and advanced technical training. Team leaders and support staff will also be trained.

Elkhorn Treatment Center - Boulder

Elkhorn Treatment Center (a division of Boyd Andrew Community Services, Helena) was awarded \$75,000 to hire and train fifteen (15) new employees. Ground was broken for the new methamphetamine treatment facility for female offenders in June. Elkhorn will accept its first offenders for treatment in January, 2007. BACS also operates the Helena Prerelease Center for male offenders. Treatment will be based upon the Therapeutic Community Model which is a structured curriculum and living environment that promotes life changes and the skills to support a drug-free environment in outside society.

Summit Aeronautics Group – Helena

Summit was awarded \$200,000 to hire and train forty (40) new employees at its Helena Regional Airport facility. Summit is adding 30,000 square feet to its 75,000 foot facility. Summit has/had numerous manufacturing contracts with Boeing, Lockheed Martin, Bell Helicopter, Sikorsky, Vought Aircraft Systems and Kawasaki Heavy Industries. Summit produces a number of machined parts and/or tools for high-end use in aeronautics industry. Primary products have been tools and parts for F22 fighter jets.